



U.S. AIR FORCE

Module I

Making Connections

Integrity - Service - Excellence

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Today we will start with Module 1 - Making Connections



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Objectives

- Define personality preferences
- Discover your strengths and the strengths of others
- Discuss communication challenges

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The goal of this module is to accomplish the following three objectives:

- We will define personality preferences
- You will discover your strengths and the strengths of others
- And we will discuss communication challenges

One of the programs we will be using to help identify these three objectives is True Colors.



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True Colors™

- Don Lowry created the metaphor, *True Colors™*, to translate complicated personality and learning theory into practical information we can all understand and use
- *True Colors™* is an easy and entertaining way to understand ourselves and others

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Don Lowry created the metaphor, *True Colors™*, to translate complicated personality and learning theory into practical information we can all understand and use. *True Colors™* is an easy and entertaining way to understand ourselves and others.

You will learn the differences between how personalities are drawn to different roles and responsibilities. Being a Key Spouse will provide you with many opportunities to interface with many other personality types. It is important to know yourself, your strengths, your weaknesses and what motivates you. By identifying your *True Colors* you will be able to better relate and work with others in the future.



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True Colors™ (Cont'd)

- **What does this Mean to you as a KS?**
 - **True colors helps you relate positively to others**
 - **Lessens the discomfort and dissatisfaction you might feel when dealing with certain personalities**
 - **Enhances your ability to communicate**

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What does this mean to you as a Key Spouse?

- It will Help you relate positively to others
- And it will Lessen the discomfort and dissatisfaction you might feel when dealing with certain personalities
- It will also Enhance your ability to communicate with others



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True Colors™ (Cont'd)

■ Defining your color

- Your first color represents your strengths
- Your second color influences how you express your first color
- Your fourth color represents your weakness
- Extroverts tend to be oranges and blues
- Introverts tend to be golds and greens

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- Your first color represents your strengths
- Your second color influences how you express your first color
- Your fourth color represents your weakness
- Extroverts tend to be oranges and blues
- Introverts tend to be golds and greens



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Gold

- **Conventional**
- **Establishes and maintains policies, procedures, & schedules**
- **Detail oriented**
- **Organized**
- **Dependable, sensible and practical**
- **Work before play**
- **Values home and family**
- **Traditional**

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Are you a Gold? The best word to describe a Gold is **conventional**. Pillar of strength and have **high respect for authority**. Like to **establish and maintain policies, procedures, and schedules**. Have a **strong sense of right and wrong**. Naturally parental and dutiful

Do things that require organization, dependability, management, and detail. Need to be useful and to belong. **Sensible, stable backbone of any group**. Believe that work comes before play

Value home, family, status, security, and tradition. Seek relationships that help ensure a predictable life. Caring, concerned, and loyal. Show concern through practical things.



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Gold (Cont'd)

- **Relating to golds**
 - **Do**
 - **Show the practicality in an idea or a product**
 - **Give time to plan things**
 - **Acknowledge when something is done well**
 - **Don't**
 - **Expect individual to be spontaneous**
 - **Force to take risks**
 - **Demand too much immediate change**

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Relating to gold's

Do

- Show the practicality in an idea or a product
- Give time to plan things
- Acknowledge when something is done well

Don't

- Expect individual to be spontaneous
- Force to take risks
- Demand too much immediate change

Some famous Gold Personalities are:

- Andrew Johnson
- Billy Graham
- Dan Rather
- George Bush
- Henry Ford
- J. Edgar Hoover

- Julia Child
- Margaret Thatcher
- Nancy Reagan
- Robert Dole
- Rush Limbaugh
- Walter Cronkite, just to name a few.



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Blue

- Compassionate
- Peacemaker
- Sensitive
- Natural romantic
- Values integrity
- Enthusiastic
- Idealistic
- Communicative
- Sympathetic, caring, nurturing

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The best word to describe a Blue is **compassionate**. Always encouraging and supporting. A **peacemaker, sensitive to the needs of others**. A natural romantic

Like to do things that require **caring, counseling, nurturing, and harmonizing**. Have a strong desire to contribute and to help others lead more significant lives. Poetic and often enjoy the arts

Value integrity and unity in relationships. Enthusiastic, idealistic, communicative, and sympathetic. Express my feelings easily.



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Blue (Cont'd)

- **Relating to blues**
 - **Do**
 - **Allow to express feelings**
 - **Share personal feelings about any topic**
 - **Accept individuality and uniqueness**
 - **Don't**
 - **Expect to be confrontational**
 - **Compare to someone else**
 - **Deny emotions or criticize sensitivity**

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Relating to blues

Do

- Allow to express feelings
- Share personal feelings about any topic
- Accept individuality and uniqueness

Don't

- Expect to be confrontational
- Compare to someone else
- Deny emotions or criticize sensitivity

Some famous Blue's you may know of:

- Abraham Maslow
- Billy Dee Williams
- Carl Jung
- Halle Berry
- Katie Couric
- Mariah Carey

- Meg Ryan
- Mother Teresa
- Michael Jackson
- Oprah Winfrey
- Princess Diana
- Richard Simmons
- Whitney Houston



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Green

- Conceptual
- Independent thinker
- Natural nonconformist
- Problem solver
- Calm, cool, and collected
- Does not express emotions easily
- Seeks new challenges
- Practical

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The best word to describe a green is they are conceptual. Have an investigative mind, **intrigued by questions** like, "Which came first, the chicken or the egg?" Independent thinker, a natural nonconformist, and live life by own standards

Do things that require **vision, problem solving, strategy, ingenuity, design, and change**. Once an idea is perfected, prefer to move on to a new challenge **Value knowledge, intelligence, insight, and justice**. Enjoy relationships with shared interests. Prefer to let head rule the heart. Cool, calm, and collected. Do not express emotions easily.



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Green (Cont'd)

- **Relating to greens**
 - **Do**
 - Give logical explanations
 - Allow time to think about decisions
 - Present data to support ideas
 - **Don't**
 - Force to talk about feelings
 - Take everything said personally
 - Become too emotional when arguing with this individual

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Relating to greens

Do

- Give logical explanations
- Allow time to think about decisions
- Present data to support ideas

Don't

- Force to talk about feelings
- Take everything said personally
- Become too emotional when arguing with this individual

Famous Green personalities include:

- Abraham Lincoln
- Aristotle
- Arnold Schwarzenegger
- Bryant Gumbel
- Dwight D. Eisenhower
- Henry Kissinger

- John F. Kennedy
- Maya Angelou
- Mr. Spock
- Plato
- Richard Nixon
- Robin Williams



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Orange

- Courageous
- Natural leader, troubleshooter, and performer
- Competitive and bounces back quickly from defeat
- Action driven, prefers variety, and results
- Resourceful
- Generous, charming, and impulsive

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The best word to describe an Orange is **courageous**. Acts on a moment's notice. Sees life as a roll of the dice, a game of chance. **Need stimulation, freedom, and excitement.** A **natural leader, troubleshooter, and performer.** Do things that require **variety, results, and participation.** Often enjoy using tools. **Competitive and bounce back quickly from defeat.**



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Orange (Cont'd)

- Relating to an orange
 - Do
 - Appreciate jokes and playful nature
 - Allow to be independent
 - Provide some structure yet be flexible
 - Don't
 - Be intimidated by energy
 - Be surprised at changeable nature
 - Demand adherence to a strict schedule

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Relating to an orange

Do

- Appreciate jokes and playful nature
- Allow to be independent
- Provide some structure yet be flexible

Don't

- Be intimidated by energy
- Be surprised at changeable nature
- Demand adherence to a strict schedule

Famous Orange personalities include:

- Arsenio Hall
- Bart Simpson
- Bill Clinton
- Elvis Presley
- Franklin D. Roosevelt
- Janet Jackson

- Madonna
- Marilyn Monroe
- Mohammed Ali
- Ronald Reagan
- Ted Kennedy
- Theodore Roosevelt
- Tom Cruise